Automotive News

NEWSPAPER

JANUARY 13, 1992

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What a week

As never before, the world focused on Tokyo and Detroit last week.

The U.S. Big 3 chairmen grimly met with the Japanese Big Five in Tokyo, then unhappily returned from a disappointing, even humiliating, trip with President Bush.

At the huge North American International Auto Show in Detroit, American executives of Japanese companies could barely get in a word about products as reporters pressed them on trade.

Automotive News Asia Editor Richard Johnson and Tokyo Bureau Chief Mary Ann Maskery, both based in Tokyo, covered the trip.
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Two dozen *Automotive News* reporters and editors, based in Detroit, Los Angeles and Washington, covered the dozens of cars and hundreds of executives converging on Detroit.
Pages 1, 2, 3, 6, 8, 9

Japan torpedoes Big 3 hopes

U.S. executives criticized for high salaries, perks

RICHARD JOHNSON and MARY ANN MASKERY
Staff Reporters

TOKYO — Despite their apparent unyielding approach at last week's auto-trade summit here, Japanese carmakers realize they are under pressure to put a comprehensive program on the table to slash their auto-trade surplus with the United States, according to analysts and industry executives here.

According to these observers, executives of Japan's Big 5 are preparing to field demands that they lower exports to the United States when they next meet their American counterparts — possibly as early as next month in Detroit.

"If there is going to be a big gathering, we have to take something to the table. We can't go (to Detroit) to simply chat," one Honda official noted on background.

The Big 3 chief executives — sorely disappointed with the outcome of last week's unprecedented meeting with Japan's Big 5 — sought a commitment from the Japanese industry to wipe out Japan's $41-billion trade surplus with the United States over five years.

About two-thirds of the surplus represents trade in autos and parts. Including transplant production, Japanese makers command about 29 percent of the U.S. market. The Big 3, on sales of about 16,000 units, hold a scant 0.2 percent share of the Japanese market.

To their evident surprise, however, the

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REACTION, AND TRADE NEWS

Overall parts deficit declines ➤ 3

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Bieber calls Bush trip a 'debacle' ➤ 4

JOE WILSSENS/AUTOMOTIVE NEWS

Crowd pleaser

Chrysler Corp. attracted a swarm of reporters last week when it unveiled the 1993 Dodge Intrepid and other LH sedans, see Page 3. Detroit show coverage is on Pages 6, 8 and 9.

Gault

Stempel

Gault: Changes create challenges

JACK KEEBLER
Staff Reporter

DETROIT — Rapid change at all levels in the auto industry can be seen as a reason for doubt and defeat or can create challenges that lead to opportunity and success, according to Stanley Gault, chairman and chief executive officer of Goodyear Tire and Rubber Co.

In remarks prepared for the Sunday night opening session of the 1992 Automotive News World Congress last night, Gault also acknowledged the staggering challenges the auto industry will confront this year.

Among those he included the economic interdependence of nations, pursuit of low production costs, global concern for the environment by both customers and governments, ever higher consumer expectations, the difficulty of building trust in vital partnerships and cost containment.

Gault was scheduled to share Sunday night speaking honors with General Motors Chairman

see CONGRESS, 41

'91 sales are lowest in 8 years

JOSEPH BOHN
Staff Reporter

Wars, rumors of wars, economic recession and a total lack of consumer confidence in 1991 dropped U.S. car and light-truck sales to their lowest point in eight years. Japanese makers continued to take market share from the Big 3 and European importers.

The sales year started on a low note, with the nation at war in the Persian Gulf. But the expected upturn didn't occur after the fighting ended. For the auto industry, it was that kind of year from start to finish. Little, if anything, went right.

Total light-vehicle sales of 12,335,726 were off 11.2 percent from 1990's 13,836,918.

It was a particularly grim year for the Big 3, which captured 70.5 percent of the market, a loss of 1.1 percentage points from 1990. Big 3 sales of 8,694,592 vehicles were off 12.6 percent from 1990.

Chrysler Corp. dropped from third to fifth place in car sales. American Honda Motor Co. Inc. was third, Toyota Motor Sales U.S.A. Inc. was fourth.

General Motors' 35.0 percent share of U.S. light-vehicle sales

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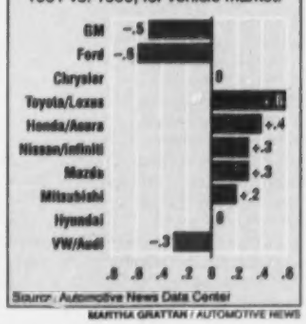
How Top 10 fared

Change in market share points, 1991 vs. 1990, for vehicle market.



Source: Automotive News Data Center

MARTHA GRATTAN / AUTOMOTIVE NEWS

Fewer delegates, parties at NADA

CHARLES M. THOMAS
Staff Reporter

A sputtering economy will take its toll on the National Automobile Dealers Association Convention and Exposition in Dallas Feb. 8-11. Pre-registration for the 75th annual conference is down 15 percent from last year, and the number of exhibitors is down slightly.

Moreover, some automakers have canceled dealer receptions, will send fewer executives to Dallas, and are cutting expenses in other ways.

Traditionally, General Motors divisions have held separate parties for dealers. But this year they will be consolidated into one huge reception.

"GM car and truck divisions, and GMAC will hold one reception for all dealers at this year's convention," said a company spokesman. "In the past, individual divisions hosted parties over a three-day period, but the decision was mutually agreed on by GM and its divisions to host one reception."

He cited the difficult business year as one reason for hosting only one reception and said there should be a substantial saving.

GM announced last month that it will reduce its work force by nearly 80,000 people in the United States and Canada and shut 21 assembly and parts plants by 1995.

"GM has so many dual dealerships that multiple overlapping receptions make less sense than holding one party," the spokesman said. "It will make it easier for dealers and executives to meet."

Oldsmobile was the first division to notify dealers that its annual party has been canceled because of the ailing economy and

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inside Automotive News

IACOCCA SOUNDS OFF
Chrysler chief calls Japan's practices "predatory." PAGE 4

PARTNERLESS POWERPLANT
Chrysler is developing a two-stroke for a 1994-95 car. PAGE 4

FIRST FOR HYUNDAI

▲ Hyundai's U.S. studio unveils its HCD-1. PAGE 6

FINITE INFINITI
U.S. sales of the M30 model will be phased out. PAGE 18

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corrections

- Montreal Auto Auction Ltd. President Michael Lawrence notes that his auctions act strictly as agents between buyers and sellers. A Dec. 23 article inaccurately indicated the auctions buy vehicles.
- A Jan. 6 article should have said that Saturn's 1993 station wagon will not have three rows of seats.
- The drawing of the Chrysler New Yorker in the Jan. 6 issue was identified by Chrysler Corp. as a 1993 model. The car is planned for the 1994 model year.
- The Geo Prizm is scheduled to be replaced in the 1993 model year. A Jan. 6 story said 1994.

JIM DUNNE/POPULAR MECHANICS

Cadillac grooms new Brougham

A spy photographer caught Cadillac engineers testing this prototype, believed to be the redesigned 1993 Brougham. Expected in the spring of 1993, the new Brougham will have a 115.9-inch wheelbase and measure 216 inches overall, about five inches shorter than the current Brougham. It is a kissing cousin to the Chevrolet Caprice and Buick Roadmaster, with which it shares its frame, windshield, cowl, 5.7-liter V-8 engine and automatic transmission.

latenews

Dems' trade bill still on track

LIVONIA, Mich. — President Bush's trip to Japan hasn't changed the plans of Congressional Democrats to introduce a trade bill that would require the Japanese to reduce their trade surplus with the United States by 20 percent a year or face limits on car sales in this country.

That bill will be introduced in about two or three weeks, with hearings scheduled immediately after introduction, House Majority Leader Richard Gephardt, D-Mo., said Friday while touring a Ford transmission plant here.

Of Bush's agreements with Japanese leaders, Gephardt said: "I didn't expect much and we didn't get much. Promises are no substitute for action, and in this case even the promises aren't worth much.

"The only way to get action is to continuously put pressure on the Japanese."

— Max Gates

Lawyers quit wiper inventor

DETROIT — The inventor of intermittent windshield wipers used in millions of vehicles worldwide is winning his court battles with the automakers, but he has lost his lawyers.

Attorneys from the Washington law firm of Reed, Smith, Shaw & McClay successfully argued the case against Chrysler Corp. last month for Robert Kearns, but they said they dropped him because he hasn't paid them $900,000 in legal expenses. Kearns said he has hired a new firm and hopes to win his 18 suits.

Kearns won $10.2 million from Ford Motor Co. in 1990, but he said he has only $1.2 million left. He said Reed, Smith went over budget.

Kearns is seeking $36 million in damages from Chrysler and a 12-year contract to supply intermittent wipers to the company. A hearing to determine a settlement is set for April.

— The Associated Press

Right-drive due for Ford Probe

DETROIT — Ford Motor Co. will offer Probes with right-hand steering for export to the United Kingdom and Japan beginning next year. The Probes will be built at the Mazda plant in Flat Rock, Mich., which has assembled Probes for Ford since 1988.

Allan Gilmour, president of the Ford Automotive Group, said, "The United Kingdom and Japan are attractive markets, so we are enhancing the export potential of this new model by offering a right-hand-drive version."

Gilmour did not say how many right-hand-drive Probes will be exported to the two countries. Ford spokeswoman Judith Muhlberg said the company has exported 8,700 Probes to Japan since 1988; she said Ford has never exported the Probe to the United Kingdom.

The Probes will be the first right-hand-drive Fords produced since the early 1900s.

Ford expects U.K. sales gain

DETROIT — Ford of Europe expects a 10 percent increase in sales this year in the United Kingdom, Ford's core market in Europe. Sales there "were a disaster" last year, said William Fike, Ford of Europe president.

Ford sold 386,000 vehicles in Britain last year, down from 507,000 in 1990.

Fike bases his optimism on 1992 being an election year in the United Kingdom. "The people in power will continue to incentivize the economy," he said. "I think we have reached the bottom."

Total industry sales of 1,592,000 vehicles in the United Kingdom last year were down 20 percent from 1990.

Isuzu increases parts warranty

CITY OF INDUSTRY, Calif. — American Isuzu Motors Inc. has increased the warranty on repair parts to 1 year/12,000 miles from three months/4,000 miles. The change was effective Jan. 1.

Basic warranty coverage on 1992 Isuzu vehicles is 3 years/50,000 miles with a 5-year/60,000-mile limited powertrain warranty and 6-year/100,000-mile rust-through warranty.

VW electric cars hit Bavaria road

FRANKFURT — Volkswagen AG said last week it will lease 20 of its Citystromer electric cars to the state of Bavaria in the first two-year test of the vehicles on public roads.

Although VW has already sold 60 of the Golf II-based cars to corporations, none are driven on public roads, the company said. All are being used in warehouses and areas where normal pollution emitting vehicles could not be driven, said a spokesman.

The electric Golfs are "more or less prototypes" and cost about $46,000 apiece, VW said.

The price is too high to consider selling the vehicle to the general public, but VW said it hopes the test will show that the vehicles stack up in real driving as a viable alternative to fossil-fuel cars.

— Diana T. Kurylko.

GM, Chrysler ratings lowered

DETROIT — The credit ratings of General Motors and Chrysler Corp. were lowered last week by major rating services.

Lower credit ratings can make it more expensive to borrow money.

Moody's Investors Service Inc. dropped its opinion a notch on debt issued by GM and its finance arm.

Standard & Poors Corp., the other major credit rater, lowered its opinion of Chrysler and its financing subsidiary.

GM, with an A2 rating from Moody's, is still in the blue-chip investment-grade category. But Chrysler fell further in the speculative, or junk bond, class with a Standard & Poors rating of single B-minus.

Moody's retained its top-flight rating of commercial paper issued by General Motors Acceptance Corp. and GM Hughes Electronics.

— The Associated Press

briefly

Olds rejects merger, death

Oldsmobile General Manager J. Michael Losh doesn't think too much of analysts and reporters who suggest that his division should be merged with another **General Motors** division or eliminated. In fact, he doesn't think too much about division consolidations. "What did **Ford** get out of consolidating **Lincoln-Mercury?**" he asked. "It got a second-class citizen in two different markets. What has **Chrysler** gotten out of its divisional consolidation?"

WARM WELCOME — "I sure hope they do well," said one **Toyota** executive as he viewed **Chrysler Corp.'s** new LH sedans at the Detroit auto show. "It will take some of the pressure off us." Toyota has become a target for trade protectionists.

LOOKING FOR A HANDOUT — **GM** is always looking for ways to save money. Monday, the company tried to get media passes to the auto show for 50 employees.

TEN IN A ROW — For the 10th straight year, the **Ford** F-series pickup was America's best-selling vehicle. Ford products accounted for five of the top 10 selling vehicles in 1991. More calendar year sales figures are on Pages 28 and 30.

TOP 10 SELLERS, CALENDAR YEAR 1991

	Sales
1. Ford F-series pickup	442,311
2. Chevrolet C/K pickup	426,507
3. Honda Accord	399,297
4. Ford Taurus	299,659
5. Toyota Camry	263,818
6. Chevrolet Cavalier	259,385
7. Ford Explorer	250,059
8. Ford Escort	247,864
9. Ford Ranger	233,503
10. Chev. Corsica/Beretta	231,227

Source: Automotive News Data Center

MAKING SCENTS — The art of developing a car has reached an odorous height, says Gerald Hirshberg, vice president of **Nissan** Design International. Nissan developed its new **Infiniti** J30 sedan with a nose toward pleasing customers' nasal passages. "We'll sniff a cross-section of leather, for example," Hirshberg says. "It's not a science by any means, but there is an art to it."

WHILE THE CAT'S AWAY — While the Big 3 auto leaders were in Japan, someone pulled a fast one. Ground support vehicles at their hometown Detroit auto show wear **Toyota** badges.

HITCHHIKER — The new government attitude allowing cooperation among the Big 3 has some practical benefits. On the way to Japan, **Ford's** Harold Poling hitched a ride from Detroit to L.A. on **GM's** corporate jet with Robert Stempel.

CAFE FRANCOIS — Shortly before a **Chrysler-Plymouth** press conference at the Detroit auto show, Chrysler Vice President Francois Castaing was spotted borrowing a cup of coffee from **Oldsmobile's** stand. "Things must be tougher at Chrysler than we realized," quipped one auto writer. Deadpanned Castaing, who was about to unveil Chrysler's LH cars: "Every penny went into the hardware."

Castaing: Coffee's on Olds.

Mexico sales fall again in October

MEXICO CITY — Sales of cars and trucks in Mexico fell for the second straight month in October.

The declines have taken some steam from a market that had been running 21.8 percent above year-ago levels through August, according to the latest figures from the Mexican Automotive Industry Association. With October's 4.3 percent decline and an 8.25 percent dip the previous month, sales were 16.0 percent above year-ago levels after 10 months.

Volkswagen, the industry leader, remains well ahead of last year's sales pace despite a flat October. Its Beetle continues to lead the market, with 72,391 sales through October, a 3.7 percent increase. Beetle sales are up 4.2 percent for the year.

Other makers reported slight to moderate gains for the month with the exception of Nissan, which dropped nearly 40 percent.

Nissan's relatively flat year combined with strong gains by the U.S. Big 3's Mexican subsidiaries has tightened the sales standings in Mexico. After 10 months, just under 12,000 sales separate No. 2 Nissan from No. 5 Chrysler. In October 1990, Nissan led each of the U.S. brands by more than 20,000 units.

While car and truck sales from Mexico's "Big Five" automakers fell, sales from exclusive truck makers, led by Mercedes-Benz Mexico, rose 9.8 percent.

Mexican sales figures reported by *Automotive News* do not include tractors and buses.

MEXICAN VEHICLE SALES

	Oct. 1991	Oct. 1990	10 mos. 1991	10 mos. 1990
Volkswagen	15,478	15,526	130,823	118,396
Nissan	8,310	13,600	97,953	94,779
Ford	10,845	10,206	93,107	71,157
General Motors	9,384	8,354	90,085	74,169
Chrysler	11,300	10,347	85,969	73,616
Total Big Five*	**55,317**	**58,033**	**497,937**	**432,117**
Other truck makers	**1,696**	**1,545**	**14,776**	**9,956**
TOTAL	**57,013**	**59,578**	**512,713**	**442,073**

Source: Mexican Automotive Industry Association

Missouri dealer group to police advertising

JACK BERNSTEIN
Special Correspondent

JEFFERSON CITY, Mo. — The Missouri Automobile Dealers Association has announced a crackdown on deceptive and misleading advertising.

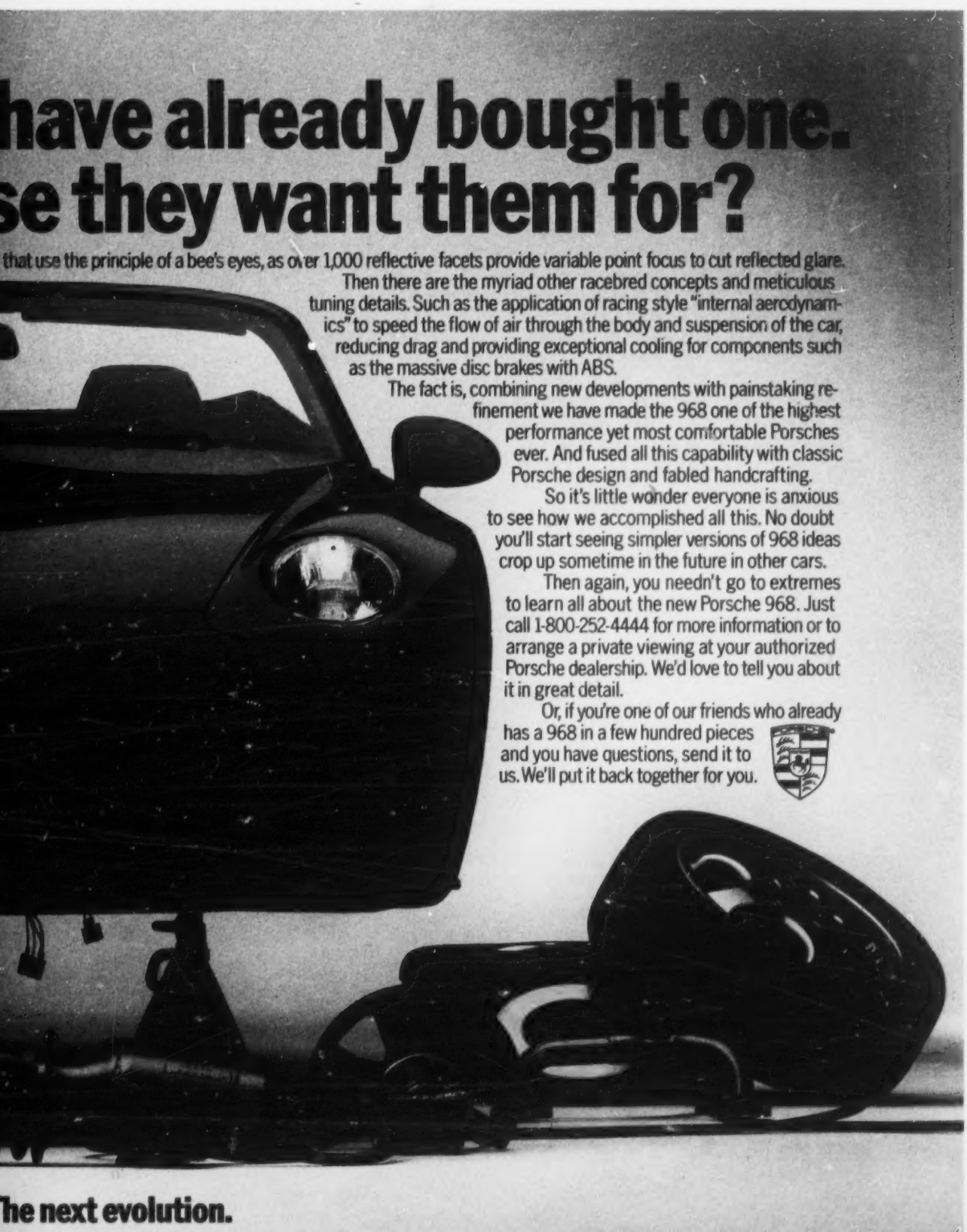
The association has adopted vehicle advertising standards and has asked the state's dealers "to check voluntarily" print, radio and TV ads. The dealer group says it plans to screen dealer ads in various newspapers to spot violations.

If it finds any violations, the group will write the dealer a letter asking for cooperation and suggesting how to change the ads to comply with the group's standards.

"We are going to do our best to eliminate bad ads," says the group. "MADA is going to do this until we can get enforcement from the state by either a law or rule."

Missouri Automobile Dealers Association's Vehicle Advertising Standards include the following:

- All terms of sale shall be fully disclosed, clearly and conspicuously. Any material conditions or limitations that apply shall be prominently disclosed.
- No product or credit term that is not available shall be advertised. Terms such as "write your own deal and name your price," shall not be used.
- Any illustrations or displayed vehicles shall be the same model and equipment as the ad copy.
- Use of the terms "factory, manufacturer, factory authorized sale, factory outlet," etc., shall not be used in relation to dealership ownership or a sales event.
- Use of the world "free" shall not be used if a product or service must be purchased.
- Any advertised product must be available on the stated terms from inventory, or by order with delivery within a reasonable period of time.
- Any credit sale or lease must conspicuously disclose: amount of downpayment or pre-payment; terms of repayment; annual percentage rate; other fees or costs, if any; total deferred payment price or total of lease payments; terms of lease-end "purchase option," if any; lease-end customer liabilities, if any. Leases must be stated as such.
- The use of superlatives (such as "We guarantee to sell for less," etc.) shall not be used, unless they are used factually. Terms such as "everyone financed" and "no credit rejected," shall not be used.
- When a price is advertised it shall be delivered at that price, except for applicable taxes.
- If the vehicle advertised is not new or unused, it shall be classified by terms that clearly describe previous use (such as demonstrator, rental, dealership rental, factory demonstrators, fleet repurchase, lemon law repurchase, etc.) along with year, make and model, and odometer reading.
- Where a discount or savings is featured, it shall be calculated from the suggested retail price.
- No annual percentage rate shall be offered that necessitates a "buy down" if there is a cost involved in securing the lower rate.
- Terms such as "factory invoice" or "cost" shall not be used unless the delivered price is stated.
- "Wholesale," "fleet" or "dealer's cost" shall not be used in defining prices or a sale unless it is actual net cost. Sale prices must be honored for 10 days after sale ends.
- Consumer rebates/coupons issued by the dealership or advertising group shall not be used unless the full amount of the rebate/coupon is funded by the manufacturer or ad group.
- Price equaling (matching or bettering competitors' prices) should fully disclose any conditions which apply and specify what evidence a consumer must present. Such evidence should not place an unreasonable burden on the consumer.
- Where a warranty, guarantee, extended service plan or service discount is advertised, all terms shall be clearly stated. All demonstrators and used vehicles shall


have already bought one.
se they want them for?
that use the principle of a bee's eyes, as over 1,000 reflective facets provide variable point focus to cut reflected glare.
Then there are the myriad other racebred concepts and meticulous tuning details. Such as the application of racing style "internal aerodynamics" to speed the flow of air through the body and suspension of the car, reducing drag and providing exceptional cooling for components such as the massive disc brakes with ABS.
The fact is, combining new developments with painstaking refinement we have made the 968 one of the highest performance yet most comfortable Porsches ever. And fused all this capability with classic Porsche design and fabled handcrafting.
So it's little wonder everyone is anxious to see how we accomplished all this. No doubt you'll start seeing simpler versions of 968 ideas crop up sometime in the future in other cars.
Then again, you needn't go to extremes to learn all about the new Porsche 968. Just call 1-800-252-4444 for more information or to arrange a private viewing at your authorized Porsche dealership. We'd love to tell you about it in great detail.
Or, if you're one of our friends who already has a 968 in a few hundred pieces and you have questions, send it to us. We'll put it back together for you.
The next evolution.

SALES
12.3 million total is lowest in 8 years

continued from PAGE 1

was its smallest since the 1920s, when it began offering cars in colors other than black.

European cars, particularly upper-end luxury models, got clobbered. Toyota's Lexus outsold both BMW and Mercedes-Benz for the first time.

Peugeot and Sterling withdrew from the market and Yugo landed on the endangered species list with a scant 3,092 sales.

Sales of European vehicles totaled 347,329 units, off 26.0 percent. Market share shrank to a scant 2.8 percent.

The Japanese makes, including transplants, incurred a 4.6 percent drop on sales of 3,176,175 vehicles, but they increased their market share by 1.7 percentage points to 25.7 percent.

Overall new-car sales in the United States were 8,176,310, off 12.0 percent from 9,295,841 in 1990.

The Big 3 captured 64.2 percent of the new-car market, down 1.6 percentage points from 1990. The Japanese captured 30.2 percent of the car market, and the Europeans had 4.1 percent.

Honda Accord continued to be the best-selling car line, and Toyota Camry moved into the No. 3 spot behind Ford Taurus.

Light-truck sales in the United States were 4,159,416, down 9.4 percent from 1990.

GM's share dips, but Buick shines

PHIL FRAME
Staff Reporter

The punch-drunk heavyweight champion of car companies, General Motors, reeled as its U.S. vehicle sales fell 12.5 percent for the 1991 calendar year.

GM was staggered by a lingering recession, war, ever-stronger competition and multi-billion-dollar losses. Its share of the U.S. car and truck market dropped to 35.0 percent, the lowest in recent years. The previous low was 35.1 percent in 1987 and 1989. The 1991 share was a half point worse than the 1990 share of 35.5 percent.

But the General's sales glimmered slightly near the end of 1991, with its nine new car models picking up steam.

The company had few moments to savor in 1991, but Buick clearly was one bright spot. Aside from Saturn, which debuted late in 1990, Buick was the only Big 3 make to register an increase in sales in 1991. Buick led the industry in car market share increase, rising from 5.8 percent to 6.7.

The old Century sedan and wagon became the division's No. 1 seller, with volume up 15 percent. The Regal had a 16 percent increase in sales.

The division's performance was even more noteworthy considering that two of its highest-volume cars — LeSabre and Skylark — underwent lengthy model changeovers.

The addition of the Roadmaster sedan and wagon during 1991 (only 5,000 wagons and no sedans were sold in 1990) probably saved the division from a decline last year. Buick dealers sold 39,136 Roadmasters in 1991. Park Avenue sales were up one-third.

Saturn Corp. had nowhere to go but up in 1991, and it sold 74,493 cars. Some observers think that is not significant for a company started with a $3.5 billion investment. But without Saturn, GM's U.S. vehicle market share would have dropped below 35 percent, which would have added coal to critics' fire.

The dark side of GM's 1991 U.S. sales was at Chevrolet/Geo, Pontiac, Oldsmobile, GMC Truck and Cadillac.

Chevrolet/Geo again sold the most cars in the country, widening its margin over Ford, but Chevrolet/Geo lost half a point of U.S. car market share in the process. In trucks, Chevrolet lost ground to Ford. In 1991, Chevrolet lost 1.4 points of market share, while Ford lost 0.3 points.

Without a car to pick up the slack for high-volume models in changeover, Pontiac's sales fell like a boulder. Car sales dropped below 500,000, and car-market share fell nearly a full point.

Grand Am remained Pontiac's leading seller despite a 29 percent volume drop, attributable to changeover to an all-new 1992 model. Bonneville, the other all-new model, managed a 5.7 percent sales gain despite nearly three months of plant downtime.

Oldsmobile sales declined 14.8 percent last year. The old Cutlass Ciera, which managed a 1.7 percent sales gain, was its best seller.

Eighty Eight Royale sales were down 17.1 percent for the year, but sales picked up dramatically when the all-new 1992 model was introduced.

Oldsmobile sold nearly 54 percent fewer of the high-volume Cutlass Calais compacts, which were discontinued in the spring. The Achieva replacements were delayed three months because of late styling changes. Those circumstances cost Oldsmobile more than 55,000 units last year.

Bright spots for GMC Truck included Safari (down only 3.5 percent), Rally (up 20 percent) and S-15 pickup (down just 3.8 percent). Bad news came from V-Jimmy (down 50 percent, mainly for changeover to the C/K-based Yukon) and Suburban (down 35 percent, mainly for change from the R/V to the C/K platform).

Cadillac had nothing but bad news for most of the year. No model sold better in 1991 than in 1990, while Japanese makers ate Cadillac's lunch. Acclaimed redesigns of the Seville and Eldorado sold like hotcakes late in the year, but were far too late to make a difference in the annual total.

Cadillac ended 1991 with 17 percent fewer sales than in 1990.

Car losses swamp Ford truck gains

KATHY JACKSON
Staff Reporter

Half of the top 10 vehicle sellers in the United States last year wore Ford Motor Co. nameplates. But even that did not save the No. 2 carmaker from suffering a 13.6 percent slide in total vehicle sales. For the year, Ford sold 2,867,191 cars and trucks, 449,905 fewer vehicles than 1990.

Of that total, 1,635,870 were cars, down 15.8 percent from a year ago; truck sales dipped 10.4 percent to 1,231,321.

Total market share slipped to 23.2 percent, down from 23.9 percent at the end of last year.

There was some good news. The one real bright spot was the Ford Explorer. Introduced in March 1990, sales of the compact sport-utility zoomed 37.6 percent to 250,059 units, and Explorer muscled its way into the No. 7 spot on the top 10 vehicle selling list, the first time a sport-utility has been a top 10 seller.

Ford's F-series pickup truck remained the best selling vehicle in the United States, edging Chevrolet's C/K pickup by 25,804 units.

Declining car sales hurt Ford the most. Ford had three cars on the top 10 list, the Taurus, Escort and Tempo, but its car market share fell to 20 percent of the market, down from 20.9 percent last year and 22.3 percent in 1989.

Of the domestic cars, only the Mercury Sable reported a sales increase, selling 3,528 more units than the 96,803 cars that were delivered in 1990. Sales of Mercury's imported cars, the Tracer and Capri, also rose.

But every car produced by Ford Division reported sales declines, led by the redesigned Crown Victoria. Introduced in March as a 1992 model, the Crown Victoria's sales plunged an embarrassing 39.4 percent, the worst decline among Ford Division cars. Contributing to the drop was the automaker's decision to delay sales to police and taxi fleets until this calendar year.

Ford Division's poor showing allowed Chevrolet to take bragging rights as the best car seller in the nation for the second year in a row. Chevrolet last year outsold Ford Division by 79,946 units, compared with a Chevrolet margin of 42,947 during 1989.

Ford Division's strong truck sales enabled the division to remain the No. 1 vehicle seller in the nation. Ford's truck share slipped slightly to 29.6 percent, down from 29.9 percent last year.

Strong December truck sales, in particular, helped Ford beat Chevrolet by 162,974 truck units, compared with a 130,488 Ford margin in 1990.

Ford Division's vehicle margin over Chevrolet narrowed slightly. Ford Division sold 83,028 more cars and trucks than Chevrolet, compared with 87,541 last year.

Mercury reported the best showing among Ford nameplates, down 3.8 percent across the board. Sales of the redesigned Grand Marquis, counterpart to the Crown Victoria, were off 7 percent.

Lincoln cars were off 22.9 percent, with the soon-to-be-replaced Mark VII — off 53.8 percent — the worst of any car in Ford's stable.

Minivans pull Chrysler in '91

MARY CONNELLY
Staff Reporter

Chrysler Corp. in the 1991 calendar year tried to walk on one strong leg — its minivan sales.

It was a year when the company saw the Jeep Cherokee's once-proud dominance of the four-door sport-utility segment erode under the onslaught of the Ford Explorer.

And for the first time, Chrysler slipped to fifth place in U.S. car sales — behind American Honda Motor Co. Inc. and Toyota Motor Sales U.S.A. Inc. Chrysler still outpaced its Japanese competitors in overall vehicle sales.

"The year was pretty dismal for the entire industry," said Chrysler President Robert Lutz. "I think 1992 will be a little better than

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EUROMOTOR REPORTS

1991, but it's unlikely that 1992 will be a whole lot better."

Lutz said the company expects the industry to rebound slightly, "perhaps as early as late spring."

Such a turnaround will translate rather quickly into profitability for Chrysler, Lutz said. "Our cost-reduction effort was so good and our cash management so much improved that we don't really need much of an upturn in order to be profitable," he said last week.

Chrysler would probably like to forget 1991 and focus on the critical vehicle launches coming in 1992. First out of the gate is the 1993 Jeep Grand Cherokee, which will be the company's new contender against the formidable Explorer. Chrysler needs the new Jeep, which goes into production this week. Explorer sales in 1991 reached 250,059 units — far outpacing Cherokee's 1991 sales of 121,461 units.

Chrysler will try to regain its stature in the sport-utility market by marketing both the current Cherokee and the Grand Cherokee this year.

But the company's only strong performance in 1991 — minivan sales — will be further threatened in 1992. Despite an overall drop of 3.8 percent in truck sales for the year, Chrysler managed to post increases in both Plymouth Voyager and Dodge Caravan minivan sales. U.S. Caravan sales rose 6.47 percent to 207,919 units and Voyager sales climbed 1.08 percent to 173,373 units in 1991.

Chrysler said that its North American minivan sales, including units sold in Canada, made 1991 its second best minivan sales year since the models were introduced in 1983.

But in 1992 Chrysler's minivans will face fresh competition from the Mercury Villager and the Nissan Quest. Both go into production in April and will be made at a Ford Motor Co. plant in Avon Lake, Ohio.

Chrysler's biggest story in 1992 will be the introduction of its 1993 mid-sized sedans — the Dodge Intrepid, Chrysler Concorde and Eagle Vision — which had been code-named LH. Some analysts view the sedans as do-or-die vehicles when determining Chrysler's future as a carmaker. If Chrysler stumbles on LH, some suggest the company will become a more narrowly focused manufacturer of minivans and sport-utilities.

Chrysler's need for the vehicles is apparent in its 1991 sales results.

For the first time, Chrysler trailed Honda and Toyota in car sales as the U.S. automaker's car sales fell 18.4 percent to 702,518 units. Chrysler held 8.6 percent of the U.S. car market in 1991, down from 9.3 percent in 1990. In contrast, Honda captured 9.8 percent of the U.S. car market in 1991 with 803,367 car sales. Toyota sold 742,021 cars to gain 9.1 percent of the U.S. car market last year.

Chrysler's top-selling car in 1991 was the Dodge Dynasty. Chrysler sold 105,651 Dynasty units last year, a drop of 2.6 percent from 1990.

Dodge Shadow eked out a 5.2 percent sales increase in 1991, but sales of its sibling, the Plymouth Sundance, fell 17.9 percent. Shadow sales were boosted by the sale of 18,382 Shadow convertibles, bringing total sales of the subcompact to 77,191 units for the year.

The Dodge Dakota was the bright spot in Chrysler's light-truck sales. Dakota sales rose 10.06 percent in 1991 to 82,336 units.

While Jeep and Eagle's share of the total U.S. car and truck market remained unchanged in 1991, Plymouth and the Chrysler brand lost share. Dodge increased its share of the total vehicle market to 6.3 percent in 1991 from 6.0 percent in 1990, although Dodge car and truck sales dropped 6.6 percent in 1991 from a year earlier.

Even Asian sales fall in rough '91

KRISTINE STIVEN BREESE
Staff Reporter

If there was any question that 1991 was a bad year for the auto industry, consider that sales of supposedly bulletproof Asian nameplates fell 5.03 percent.

Sales of the 12 Japanese makes fell 4.6 percent, and sales of Korean Hyundai models fell 14.4 percent. Japanese companies sold nearly 3.2 million cars and light trucks, down from 3.3 million in 1990. Hyundai sold 117,630 units, down from 137,448, its third straight year of declining sales.

In spite of the drop, the Asians scored some significant successes. The Honda Accord was the best-selling car in the United States for the third consecutive year. Toyota and Lexus, the two nameplates of Toyota Motor Sales U.S.A. Inc., again combined to top 1 million car and truck sales. That had looked less than sure at midyear, when sales totaled 478,014.

Nissan Division sales fell 8.2 percent, but that was good compared to the first half, when Nissan was 15.0 percent behind its 1990 pace.

The Asians gained a collective 1.7 percentage points of market share. They ended 1991 with 26.7 percent of the total market: 25.7 percent for the Japanese and 1.0 percent for Hyundai.

see ASIA,28

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DOMESTIC CAR SALES, DECEMBER & YTD

	Dec. 1991	Dec. 1990	12 Mos. 1991	12 Mos. 1990
Summit	440	479	8,280	1,037
Talon	1,742	2,077	29,853	28,227
Premier	651	738	11,283	18,172
Total Eagle	**2,833**	**3,294**	**49,416**	**47,436**
Horizon	0	94	505	11,937
Laser	1,432	1,743	28,201	40,177
Sundance	4,138	5,536	53,818	65,590
Reliant	0	0	0	2,371
Acclaim*	5,300	10,313	92,352	111,405
Total Plymouth	**10,870**	**17,686**	**174,876**	**231,480**
LeBaron A*	3,817	1,277	25,587	29,911
LeBaron J	3,946	3,255	35,274	57,881
LeBaron GTS	0	0	0	1,544
Fifth Avenue (rwd)	0	0	0	740
Fifth Avenue (fwd)	3,154	3,460	37,640	38,495
Imperial	856	1,729	10,625	13,518
New Yorker C	1,622	1,335	16,180	39,252
Total Chrysler	**13,395**	**11,056**	**125,306**	**181,341**
Omni	0	103	561	11,800
Shadow	5,153	5,750	77,191	73,384
Monaco	290	1,017	7,822	12,818
Daytona	1,277	1,400	14,949	34,253
Aries	0	0	0	1,915
Lancer	0	0	0	1,081
Spirit*	4,711	7,903	81,222	91,152
Dynasty	5,281	10,951	105,651	108,436
Total Dodge	**16,712**	**27,124**	**287,396**	**334,839**
CHRYSLER CORP.	**43,810**	**59,160**	**636,994**	**795,096**
Escort*	21,170	19,032	247,864	288,727
Mustang	5,629	6,309	80,247	124,135
Tempo	14,438	14,134	189,457	215,290
Taurus	24,119	23,325	299,659	313,274
Thunderbird	5,364	6,177	74,189	106,124
Probe	2,790	3,307	76,295	103,062
Crown Victoria	5,785	10,405	71,499	118,017
Total Ford Div.	**79,295**	**82,689**	**1,039,210**	**1,268,629**
Topaz	4,791	4,368	59,190	70,753
Sable	8,885	6,170	100,331	96,803
Cougar	2,936	5,224	55,148	76,313
Grand Marquis	6,030	5,553	94,588	101,737
Total Mercury	**22,642**	**21,315**	**309,257**	**345,606**
Continental	3,397	5,391	52,450	62,732
Town Car	10,700	14,641	116,900	148,689
Mark VII	563	918	9,351	20,239
Total Lincoln	**14,660**	**20,950**	**178,701**	**231,660**
Total L-M Div.	**37,302**	**42,265**	**487,958**	**577,266**
FORD MOTOR CO.	**116,597**	**124,954**	**1,527,168**	**1,845,895**
Skyhawk	0	0	0	827
Roadmaster	2,557	0	38,998	0
Somerset/Skylark	4,591	6,919	60,327	92,749
Century*	7,659	7,383	128,904	112,181
Regal	5,993	7,593	104,802	90,428
LeSabre	12,064	7,557	112,211	150,924
Reatta	75	411	2,304	6,599
Electra/Park Ave.	4,596	5,979	83,831	62,953
Riviera	824	1,111	12,947	20,006
Total Buick	**38,359**	**36,953**	**544,325**	**536,667**
Allante	75	300	2,643	3,407
Seville	2,153	2,790	26,688	33,228
DeVille	12,200	13,240	146,636	164,889
Brougham	1,862	2,897	22,017	33,812
Eldorado	1,290	1,809	15,304	22,832
Total Cadillac	**17,580**	**21,036**	**213,288**	**258,168**
Geo Metro	7,581	8,863	76,491	52,409
Geo Prizm	7,572	9,503	98,433	109,631
Cavalier*	19,086	21,552	259,385	295,123
Camaro	4,219	2,771	54,383	77,599
Celebrity	0	249	615	28,368
Corsica/Beretta	17,184	13,023	231,227	277,176
Lumina	12,813	14,043	217,555	218,288
Caprice	5,882	8,459	114,599	154,067
Corvette	1,433	1,893	17,480	22,690
Total Chevrolet	**75,770**	**80,356**	**1,070,168**	**1,235,351**
Calais	860	9,393	47,666	103,034
Achieva	54	0	83	0
Cutlass Ciera*	7,737	7,336	135,670	133,446
Cutlass Supreme	5,341	8,675	87,540	111,519
Eighty Eight	6,188	7,586	81,325	98,071
Custom Cruiser	373	325	7,308	3,072
Ninety Eight	3,341	3,810	59,828	48,025
Toronado	361	1,222	6,886	14,614
Total Oldsmobile	**24,255**	**38,347**	**426,306**	**511,781**
Sunbird	6,365	10,370	89,851	123,421
Firebird	1,304	1,450	24,035	38,580
Grand Am	9,792	10,965	143,774	202,149
Pontiac 6000	142	2,359	21,624	47,628
Grand Prix	7,111	7,591	103,203	116,845
Bonneville H	8,725	5,005	72,625	68,686
Total Pontiac	**33,439**	**37,740**	**455,112**	**597,309**
Total Saturn	**7,943**	**1,240**	**74,493**	**1,881**
GENERAL MOTORS	**197,346**	**215,672**	**2,783,692**	**3,141,157**
Civic	11,207	8,103	159,009	187,240
Accord	19,419	13,865	323,088	276,878
HONDA	**30,626**	**21,968**	**482,097**	**464,118**
MX-6	557	1,738	20,689	28,651
626	3,032	2,992	56,667	44,006
MAZDA	**3,589**	**4,730**	**77,356**	**72,657**
Eclipse	2,633	3,606	49,278	49,542
Mirage	1,684	198	20,218	335
MITSUBISHI	**4,317**	**3,804**	**69,496**	**49,877**
NISSAN Sentra	**8,379**	**8,672**	**112,800**	**109,575**
Corolla	11,247	10,835	141,612	135,953
Camry	15,549	17,133	191,011	212,587
TOYOTA	**26,796**	**27,968**	**332,623**	**348,540**
SUBARU Legacy	**1,888**	**3,592**	**49,345**	**15,818**
SUZUKI Swift	**24**	**0**	**684**	**0**
DOMESTIC TOTAL	**433,372**	**470,528**	**6,672,255**	**6,842,733**
IMPORT TOTAL	**159,996**	**179,898**	**2,104,055**	**2,453,188**
INDUSTRY TOTAL	**593,368**	**650,418**	**8,176,310**	**9,295,841**

*Includes units produced in Mexico.

ASIA
Sales fall in rough 1991

continued from PAGE 27

The brightest spot was in the luxury segment, where Acura, Lexus and Infiniti saw increases in sales and market share. That was due in large part to new models. Acura added the Vigor and restyled the Legend. Lexus replaced the ES250 with the ES300 and added the SC400. Infiniti's G20 was on sale only three months in 1990 and all of 1991.

With help from the new Diamante luxury sedan and its Expo sport wagons, Mitsubishi rebounded from a slow first half to beat its 1990 sales total by 71 units.

Like the luxury makes, Mitsubishi was able to boost both sales and market share. Suzuki did the same.

Suzuki's sales were up 5.6 percent. Growth came from truck sales, helped by a new four-door Sidekick.

Six of the 13 Asian nameplates had a drop in sales but a rise in market share. They included the four biggest players — Toyota, Honda, Nissan and Mazda — as well as Subaru and Isuzu.

Some analysts have suggested that the sales slowdown could be a blessing in disguise for the Japanese, whose success could be politically costly in a recession.

John Casesa, auto analyst with Wertheim Schroeder & Co., says fear of protectionism is the "biggest concern of the Japanese today."

Increased output from North American transplants could help on that score. Among Asian makers with North American plants, all but Isuzu sold fewer imported vehicles in 1991 than they did a year earlier.

LIGHT-TRUCK SALES, DECEMBER & YTD

	Dec. 1991	Dec. 1990	12 Mos. 1991	12 Mos. 1990
Town & Country	1,043	298	5,236	2,891
Total Chrysler	**1,043**	**298**	**5,236**	**2,891**
Vans	2,311	2,377	42,486	53,359
Ram Wagon	810	797	16,984	20,571
Caravan	17,333	16,464	207,919	195,276
Caravan C/V	552	622	8,591	10,680
Ram 50**	430	755	4,671	11,839
Raider**	0	0	0	1,092
Ramcharger	364	460	5,606	10,346
Dakota	7,557	4,882	82,336	74,812
Pickups	5,785	5,340	80,176	87,978
Total Dodge	**35,142**	**31,697**	**448,769**	**465,953**
Voyager	13,753	13,475	173,373	171,527
Total Plymouth	**13,753**	**13,475**	**173,373**	**171,527**
Wrangler	2,908	2,694	46,478	49,893
Cherokee	12,012	9,589	121,461	124,864
Grand Wagoneer	0	693	3,173	9,952
Comanche	438	477	6,663	12,154
Total Jeep	**15,358**	**13,453**	**177,775**	**196,863**
CHRYSLER CORP.	**65,296**	**58,923**	**805,153**	**837,234**
Vans	6,270	8,722	102,323	143,559
Aerostar	11,074	10,373	147,373	177,860
Club Wagon	1,730	1,678	20,020	20,886
Ranger	15,547	17,723	233,503	280,610
Bronco	2,064	2,321	25,732	46,796
Bronco II/Explorer	19,619	19,597	250,059	181,748
Pickups	58,504	30,830	452,311	522,034
FORD MOTOR CO.	**114,808**	**91,244**	**1,231,321**	**1,373,493**
Vans	5,375	5,807	79,781	100,067
Sportsvan	902	479	8,475	8,334
Geo Tracker*	1,629	2,337	30,702	34,358
Astro	7,580	8,026	105,808	121,168
Lumina APV	3,636	3,220	48,117	63,141
S10	12,364	12,603	200,247	210,318
S10 Blazer	10,715	10,220	123,346	146,989
Blazer	407	1,006	9,258	16,072
Suburban	2,102	3,776	36,106	55,050
Pickups	41,766	32,605	426,507	487,508
Total Chevrolet	**86,476**	**80,079**	**1,068,347**	**1,243,005**
Vans	3,033	2,310	33,150	35,951
Safari	2,183	2,477	33,600	34,300
S15/Sonoma	3,035	3,210	44,109	45,869
S15 Jimmy	2,996	2,490	29,994	36,451
Jimmy	158	297	2,397	4,685
Suburban	1,027	2,023	16,116	24,120
Pickups	12,795	11,607	123,416	141,104
P Model	130	195	2,182	2,610
W4	166	97	1,459	1,280
Total GMC	**25,523**	**24,706**	**286,423**	**326,370**
Silhouette	1,237	2,135	19,003	26,075
Bravada	1,623	0	12,815	0
Total Oldsmobile	**2,860**	**2,135**	**31,818**	**26,075**
Trans Sport	2,038	1,883	23,682	29,875
Total Pontiac	**2,038**	**1,883**	**23,682**	**29,875**
GENERAL MOTORS	**116,897**	**108,803**	**1,410,270**	**1,625,325**
DAIHATSU Rocky	**187**	**193**	**2,761**	**4,354**
Pickup*	2,475	5,201	35,911	48,390
Amigo	475	463	7,829	9,780
Trooper	1,644	2,561	26,776	41,990
Rodeo*	2,494	1,196	24,612	5,660
ISUZU	**7,088**	**9,421**	**95,128**	**105,820**
Pickup	4,051	3,809	62,421	77,409
MPV	2,433	3,771	48,144	43,147
Navajo*	768	1,058	11,404	3,409
MAZDA	**7,252**	**8,638**	**121,969**	**123,965**
Pickup	714	2,373	18,247	25,542
Montero	1,174	1,584	10,616	14,942
Van	0	18	59	739
MITSUBISHI	**1,888**	**3,975**	**28,922**	**41,223**
Pickup*	7,952	7,549	129,567	132,033
Pathfinder	3,502	3,390	39,500	33,031
Axxess	0	354	334	7,815
Van	0	0	6	62
Hawaii	770	129	1,555	2,721
NISSAN	**12,224**	**11,422**	**170,962**	**175,662**
RANGE ROVER	**478**	**525**	**3,309**	**4,582**
Samurai	181	314	4,378	4,865
Sidekick*	815	604	11,749	9,114
SUZUKI	**996**	**918**	**16,127**	**13,979**
Pickups	14,530	13,609	162,972	181,719
Previa	4,664	3,887	52,099	42,199
4Runner	3,767	3,767	44,881	48,453
Land Cruiser	818	779	8,507	6,194
Van	0	0	0	232
TOYOTA	**23,779**	**22,042**	**268,459**	**278,797**
VOLKSWAGEN Vanagon	**137**	**367**	**5,635**	**6,643**
IMPORTS	**54,029**	**57,581**	**712,672**	**755,025**
INDUSTRY TOTAL	**351,030**	**316,471**	**4,159,416**	**4,591,077**

*Includes domestic vehicles.

Sales charts compiled by Karen Dellowski

Recession batters European brands

DAVID VERSICAL
National Editor

No matter how you cut it, 1991 was an ugly year for European importers.

Some examples of the carnage:

- Every company, from Alfa Romeo to Yugo, lost sales.
- Two firms, Peugeot and Sterling, quit the U.S. market.
- Volkswagen, once the kingpin of U.S. importers, recorded fewer than 100,000 sales for the first time since 1958. Its sibling division Audi lost sales for the sixth straight year, plunging 41.8 percent to 12,283.

In all, last year the Europeans sold 347,329 cars and trucks in the United States, down 122,083 from 1990. That's a 26.0 percent decline — more than twice as steep as the overall market's.

The recession can be blamed for much of the drop, compounded for the Europeans by the new U.S. luxury tax. The 10 percent levy on the amount of a car's price above $30,000 took effect at the start of 1991. The tax hit the Europeans harder than anyone else after they were helped by a beat-the-tax spree in late 1990. Pricey makes such as Porsche and Jaguar, for example, were each off by about 50 percent last year.

"We knew we were in for a soft year," said Dieter Laxy, executive vice president for Porsche AG, at the North American International Auto Show in Detroit. "Unemployment and the fear of unemployment" have reduced consumer confidence, he said. He quoted Porsche President Arno Bohn as saying, "You have to be in the right mood to buy a Porsche."

Competition from expanding Acura, Lexus and Infiniti lines also surely robbed some sales. But those three Japanese makes shared nearly 24,000 additional sales among them last year — far less than the Europeans lost. Other Japanese competition came from the new Mitsubishi Diamante and a revamped Mazda 929.

With nine volume firms off by more than 20 percent each, the Europeans had little room for bright spots in 1991. But there were some. Saab used a combination of lease and loan deals to keep sales nearly stable. Its sales were down 1.1 percent. Alfa Romeo was the only other European make to beat the market. Despite slipping in the second half, Alfa's sales at year-end were down just four units from year-ago levels.

TOP 10 SELLERS, DECEMBER 1991

	Sales
1. Ford F-series pickup	58,504
2. Chevrolet C/K pickup	41,766
3. Honda Accord	24,647
4. Ford Taurus	24,119
5. Toyota Camry	22,549
6. Ford Escort	21,170
7. Ford Explorer	19,619
8. Chevrolet Cavalier	19,086
9. Toyota Corolla	17,465
10. Dodge Caravan	17,333

Source: Automotive News Data Center

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U.S. CAR AND LIGHT-TRUCK SALES, DECEMBER — 1991 vs. 1990 (ranked by car and light-truck total sales)

Make	Car Sales 1991	Car Sales 1990	1991 Share	1990 Share	Truck Sales 1991	Truck Sales 1990	1991 Share	1990 Share	Car & Truck Totals 1991	Car & Truck Totals 1990	% Share of Total Car & Truck Market 1991	% Share of Total Car & Truck Market 1990	Changes Share (Points)	Changes Sales (Percent)
Ford	83,232	85,077	14.0	13.1	114,808	91,244	32.7	28.8	198,040	176,321	21.0	18.2	2.7	12.3
Chevrolet/Geo†	82,637	85,691	13.9	13.2	86,476	80,079	24.6	25.3	169,113	165,770	17.9	17.1	0.8	2.0
Toyota	55,903	59,833	9.4	9.2	23,779	22,042	6.8	7.0	79,682	81,875	8.4	8.5	0.0	– 2.7
Dodge	18,725	29,912	3.2	4.6	35,142	31,697	10.0	10.0	53,867	61,609	5.7	6.4	– 0.7	– 12.6
Honda	45,032	39,514	7.6	6.1	—	—	—	—	45,032	39,514	4.8	4.1	0.7	14.0
Nissan	27,713	26,884	4.7	4.1	12,224	11,422	3.5	3.6	39,937	38,306	4.2	4.0	0.3	4.3
Buick	38,359	36,953	6.5	5.7	—	—	—	—	38,359	36,953	4.1	3.8	0.2	3.8
Pontiac	35,955	39,530	6.1	6.1	2,038	1,883	0.6	0.6	37,993	41,413	4.0	4.3	– 0.3	– 8.3
Mercury	27,589	25,898	4.6	4.0	—	—	—	—	27,589	25,898	2.9	2.7	0.2	6.5
Oldsmobile	24,255	38,347	4.1	5.9	2,860	2,135	0.8	0.7	27,115	40,482	2.9	4.2	– 1.3	– 33.0
Plymouth	11,909	19,075	2.0	2.9	13,753	13,475	3.9	4.3	25,662	32,550	2.7	3.4	– 0.6	– 21.2
GMC	—	—	—	—	25,523	24,706	7.3	7.8	25,523	24,706	2.7	2.6	0.1	3.3
Mazda	14,021	14,194	2.4	2.2	7,252	8,638	2.1	2.7	21,273	22,832	2.3	2.4	– 0.1	– 6.8
Cadillac	17,580	21,036	3.0	3.2	—	—	—	—	17,580	21,036	1.9	2.2	– 0.3	– 16.4
Jeep	—	—	—	—	15,358	13,453	4.4	4.3	15,358	13,453	1.6	1.4	0.2	14.2
Lincoln	14,660	20,950	2.5	3.2	—	—	—	—	14,660	20,950	1.6	2.2	– 0.6	– 30.0
Chrysler	13,395	11,213	2.3	1.7	1,043	298	0.3	0.1	14,438	11,511	1.5	1.2	0.3	25.4
Mitsubishi	11,341	10,065	1.9	1.5	1,888	3,975	0.5	1.3	13,229	14,040	1.4	1.5	– 0.1	– 5.8
Acura	10,086	9,963	1.7	1.5	—	—	—	—	10,086	9,963	1.1	1.0	0.0	1.2
Lexus	8,694	6,743	1.5	1.0	—	—	—	—	8,694	6,743	0.9	0.7	0.2	28.9
Isuzu	1,047	662	0.2	0.1	7,088	9,421	2.0	3.0	8,135	10,083	0.9	1.0	– 0.2	– 19.3
Saturn	7,943	1,240	1.3	0.2	—	—	—	—	7,943	1,240	0.8	0.1	0.7	—
Hyundai	7,011	13,033	1.2	2.0	—	—	—	—	7,011	13,033	0.7	1.3	– 0.6	– 46.2
Subaru	5,637	8,988	1.0	1.4	—	—	—	—	5,637	8,988	0.6	0.9	– 0.3	– 37.3
BMW	5,539	6,862	0.9	1.1	—	—	—	—	5,539	6,862	0.6	0.7	– 0.1	– 19.3
VW	4,993	7,718	0.8	1.2	137	367	0.0	0.1	5,130	8,085	0.5	0.8	– 0.3	– 36.5
Mercedes	4,756	9,158	0.8	1.4	—	—	—	—	4,756	9,158	0.5	0.9	– 0.4	– 48.1
Volvo	3,775	5,960	0.6	0.9	—	—	—	—	3,775	5,960	0.4	0.6	– 0.2	– 36.7
Eagle	3,650	4,042	0.6	0.6	—	—	—	—	3,650	4,042	0.4	0.4	0.0	– 9.7
Infiniti	2,144	3,078	0.4	0.5	—	—	—	—	2,144	3,078	0.2	0.3	– 0.1	– 30.3
Saab	2,084	2,147	0.4	0.3	—	—	—	—	2,084	2,147	0.2	0.2	0.0	– 2.9
Suzuki	331	279	0.1	0.0	996	918	0.3	0.3	1,327	1,197	0.1	0.1	0.0	10.9
Audi	1,169	1,349	0.2	0.2	—	—	—	—	1,169	1,349	0.1	0.1	0.0	– 13.3
Jaguar	693	2,204	0.1	0.3	—	—	—	—	693	2,204	0.1	0.2	– 0.2	– 68.6
Daihatsu	429	564	0.1	0.1	187	193	0.1	0.1	616	757	0.1	0.1	0.0	– 18.6
Range Rover	—	—	—	—	478	525	0.1	0.2	478	525	0.1	0.1	0.0	– 9.0
Yugo	348	250	0.1	0.0	—	—	—	—	348	250	0.0	0.0	0.0	39.2
Porsche	271	801	0.0	0.1	—	—	—	—	271	801	0.0	0.1	– 0.1	– 66.2
Alfa Romeo	182	307	0.0	0.0	—	—	—	—	182	307	0.0	0.0	0.0	– 40.7
Peugeot	113	346	0.0	0.1	—	—	—	—	113	346	0.0	0.0	0.0	– 67.3
Sterling	0	307	—	0.0	—	—	—	—	0	307	0.0	0.0	0.0	– 100.0
Other*	167	245	0.0	0.0	—	—	—	—	167	245	0.0	0.0	0.0	0.0
TOTAL	**593,368**	**650,418**	**100.0**	**100.0**	**351,030**	**316,471**	**100.0**	**100.0**	**944,398**	**966,889**	**100.0**	**100.0**	**0.0**	**– 2.3**
TOTAL BIG 3	**379,889**	**418,964**	**64.0**	**64.4**	**297,001**	**258,970**	**84.6**	**81.8**	**676,890**	**677,934**	**71.7**	**70.1**	**1.6**	**– 0.2**
TOTAL JAPAN	**182,378**	**180,767**	**30.7**	**27.8**	**53,414**	**56,609**	**15.2**	**17.9**	**235,792**	**237,376**	**25.0**	**24.6**	**0.4**	**– 0.7**
TOTAL EUROPE	**24,090**	**37,654**	**4.1**	**5.8**	**615**	**892**	**0.2**	**0.3**	**24,705**	**38,546**	**2.6**	**4.0**	**– 1.4**	**– 35.9**
GM	206,729	222,797	34.8	34.3	116,897	108,803	33.3	34.4	323,626	331,600	34.3	34.3	0.0	– 2.4
Ford	125,481	131,925	21.1	20.3	114,808	91,244	32.7	28.8	240,289	223,169	25.4	23.1	2.4	7.7
Chrysler	47,679	64,242	8.0	9.9	65,296	58,923	18.6	18.6	112,975	123,165	12.0	12.7	– 0.8	– 8.3
Toyota/Lexus	64,597	66,576	10.9	10.2	23,779	22,042	6.8	7.0	88,376	88,618	9.4	9.2	0.2	– 0.3
Honda/Acura	55,118	49,477	9.3	7.6	—	—	—	—	55,118	49,477	5.8	5.1	0.7	11.4
Nissan/Infiniti	29,857	29,962	5.0	4.6	12,224	11,422	3.5	3.6	42,081	41,384	4.5	4.3	0.2	1.7
VW/Audi	6,162	9,067	1.0	1.4	137	367	0.0	0.1	6,299	9,434	0.7	1.0	– 0.3	– 33.2
†Geo	*22,020*	*24,341*	*3.7*	*3.7*	*1,629*	*2,337*	*0.5*	*0.7*	*23,649*	*26,678*	*2.5*	*2.8*	*– 0.3*	*– 11.4*
*Made by Japan***	*208,267*	*210,190*	*35.1*	*32.3*	*54,705*	*58,643*	*15.6*	*18.5*	*262,972*	*268,833*	*27.8*	*27.8*	*0.0*	*– 2.2*

*Includes 1991 estimated sales of 80-Ferrari, 22-Rolls/Bentley, 27-Lotus, 20-Maserati, 13-Lamborghini, and 5-Aston Martin.
**Includes vehicles sold by Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by Japanese but made in Big 3 plants.

PRELIMINARY U.S. CAR AND LIGHT-TRUCK SALES, 12 MONTHS — 1991 vs. 1990

Make	Car Sales 1991	Car Sales 1990	1991 Share	1990 Share	Truck Sales 1991	Truck Sales 1990	1991 Share	1990 Share	Car & Truck Totals 1991	Car & Truck Totals 1990	% Share of Total Car & Truck Market 1991	% Share of Total Car & Truck Market 1990	Changes Share (Points)	Changes Sales (Percent)
Ford	1,081,290	1,321,149	13.2	14.2	1,231,321	1,373,493	29.6	29.9	2,312,611	2,694,642	18.7	19.4	– 0.7	– 14.2
Chevrolet/Geo†	1,161,236	1,364,096	14.2	14.7	1,068,347	1,243,005	25.7	27.1	2,229,583	2,607,101	18.1	18.8	– 0.7	– 14.5
Toyota	670,815	715,674	8.2	7.7	268,459	278,797	6.5	6.1	939,274	994,471	7.6	7.2	0.5	– 5.6
Dodge	324,595	361,689	4.0	3.9	448,769	465,953	10.8	10.1	773,364	827,642	6.3	6.0	0.3	– 6.6
Honda	659,659	716,495	8.1	7.7	—	—	—	—	659,659	716,495	5.3	5.2	0.2	– 7.9
Nissan	377,962	421,981	4.6	4.5	170,962	175,662	4.1	3.8	548,924	597,643	4.4	4.3	0.1	– 8.2
Buick	544,325	536,667	6.7	5.8	—	—	—	—	544,325	536,667	4.4	3.9	0.5	1.4
Pontiac	489,812	636,390	6.0	6.8	23,682	29,875	0.6	0.7	513,494	666,265	4.2	4.8	– 0.6	– 22.9
Oldsmobile	426,306	511,781	5.2	5.5	31,818	26,075	0.8	0.6	458,124	537,856	3.7	3.9	– 0.2	– 14.8
Mercury	375,879	390,794	4.6	4.2	—	—	—	—	375,879	390,794	3.0	2.8	0.2	– 3.8
Plymouth	192,193	252,964	2.4	2.7	173,373	171,527	4.2	3.7	365,566	424,491	3.0	3.1	– 0.1	– 13.9
Mazda	221,643	225,712	2.7	2.4	121,969	123,965	2.9	2.7	343,612	349,677	2.8	2.5	0.3	– 1.7
GMC	—	—	—	—	286,423	326,370	6.9	7.1	286,423	326,370	2.3	2.4	0.0	– 12.2
Cadillac	213,288	258,168	2.6	2.8	—	—	—	—	213,288	258,168	1.7	1.9	– 0.1	– 17.4
Mitsubishi	161,879	149,507	2.0	1.6	28,922	41,223	0.7	0.9	190,801	190,730	1.5	1.4	0.2	0.0
Lincoln	178,701	231,660	2.2	2.5	—	—	—	—	178,701	231,660	1.4	1.7	– 0.2	– 22.9
Jeep	—	—	—	—	177,775	196,863	4.3	4.3	177,775	196,863	1.4	1.4	0.0	– 9.7
Acura	143,708	138,384	1.8	1.5	—	—	—	—	143,708	138,384	1.2	1.0	0.2	3.8
Chrysler	126,383	185,535	1.5	2.0	5,236	2,891	0.1	0.1	131,619	188,426	1.1	1.4	– 0.3	– 30.1
Hyundai	117,630	137,448	1.4	1.5	—	—	—	—	117,630	137,448	1.0	1.0	0.0	– 14.4
Isuzu	13,301	5,837	0.2	0.1	95,128	105,820	2.3	2.3	108,429	111,657	0.9	0.8	0.1	– 2.9
Subaru	105,052	108,547	1.3	1.2	—	—	—	—	105,052	108,547	0.9	0.8	0.1	– 3.2
VW	91,688	129,714	1.1	1.4	5,035	6,643	0.1	0.1	96,723	136,357	0.8	1.0	– 0.2	– 29.1
Saturn	74,493	1,881	0.9	0.0	—	—	—	—	74,493	1,881	0.6	0.0	0.6	—
Lexus	71,206	63,534	0.9	0.7	—	—	—	—	71,206	63,534	0.6	0.5	0.1	12.1
Volvo	67,697	89,894	0.8	1.0	—	—	—	—	67,697	89,894	0.5	0.6	– 0.1	– 24.7
Eagle	59,347	60,646	0.7	0.7	—	—	—	—	59,347	60,646	0.5	0.4	0.0	– 2.1
Mercedes	58,868	78,375	0.7	0.8	—	—	—	—	58,868	78,375	0.5	0.6	– 0.1	– 24.9
BMW	53,343	63,646	0.7	0.7	—	—	—	—	53,343	63,646	0.4	0.5	0.0	– 16.2
Infiniti	34,890	23,960	0.4	0.3	—	—	—	—	34,890	23,960	0.3	0.2	0.1	45.6
Saab	26,103	26,397	0.3	0.3	—	—	—	—	26,103	26,397	0.2	0.2	0.0	– 1.1
Suzuki	5,530	6,525	0.1	0.1	16,127	13,979	0.4	0.3	21,657	20,504	0.2	0.1	0.0	5.6
Audi	12,283	21,106	0.2	0.2	—	—	—	—	12,283	21,106	0.1	0.2	– 0.1	– 41.8
Jaguar	9,376	18,728	0.1	0.2	—	—	—	—	9,376	18,728	0.1	0.1	– 0.1	– 49.9
Daihatsu	6,202	10,630	0.1	0.1	2,761	4,354	0.1	0.1	8,963	14,984	0.1	0.1	0.0	– 40.2
Porsche	4,388	9,139	0.1	0.1	—	—	—	—	4,388	9,139	0.0	0.1	0.0	– 52.0
Peugeot	3,575	4,292	0.0	0.0	—	—	—	—	3,575	4,292	0.0	0.0	0.0	– 16.7
Alfa Romeo	3,478	3,482	0.0	0.0	—	—	—	—	3,478	3,482	0.0	0.0	0.0	– 0.1
Range Rover	—	—	—	—	3,309	4,582	0.1	0.1	3,309	4,582	0.0	0.0	0.0	– 27.8
Yugo	3,092	6,359	0.0	0.1	—	—	—	—	3,092	6,359	0.0	0.0	0.0	– 51.4
Sterling	2,744	4,015	—	0.0	—	—	—	—	2,744	4,015	0.0	0.0	0.0	– 31.7
Other*	2,350	3,040	0.0	0.0	—	—	—	—	2,350	3,040	0.0	0.0	0.0	– 22.7
TOTAL	**8,176,310**	**9,295,841**	**100.0**	**100.0**	**4,159,416**	**4,591,077**	**100.0**	**100.0**	**12,335,726**	**13,886,918**	**100.0**	**100.0**	**0.0**	**– 11.2**
TOTAL BIG 3	**5,247,848**	**6,113,420**	**64.2**	**65.8**	**3,446,744**	**3,836,052**	**82.9**	**83.6**	**8,694,592**	**9,949,472**	**70.5**	**71.6**	**– 1.1**	**– 12.6**
TOTAL JAPAN	**2,471,847**	**2,586,786**	**30.2**	**27.8**	**704,328**	**743,800**	**16.9**	**16.2**	**3,176,175**	**3,330,586**	**25.7**	**24.0**	**1.7**	**– 4.6**
TOTAL EUROPE	**338,985**	**458,187**	**4.1**	**4.9**	**8,344**	**11,225**	**0.2**	**0.2**	**347,329**	**469,412**	**2.8**	**3.4**	**– 0.6**	**– 26.0**
GM	2,909,460	3,308,983	35.6	35.6	1,410,270	1,625,325	33.9	35.4	4,319,730	4,934,308	35.0	35.5	– 0.5	– 12.5
Ford	1,635,870	1,943,603	20.0	20.9	1,231,321	1,373,493	29.6	29.9	2,867,191	3,317,096	23.2	23.9	– 0.7	– 13.6
Chrysler	702,518	860,834	8.6	9.3	805,153	837,234	19.4	18.2	1,507,671	1,698,068	12.2	12.2	0.0	– 11.2
Toyota/Lexus	742,021	779,208	9.1	8.4	268,459	278,797	6.5	6.1	1,010,480	1,058,005	8.2	7.6	0.6	– 4.5
Honda/Acura	803,367	854,879	9.8	9.2	0	0	—	—	803,367	854,879	6.5	6.2	0.3	– 6.0
Nissan/Infiniti	412,852	445,941	5.0	4.8	170,962	175,662	4.1	3.8	583,814	621,603	4.7	4.5	0.2	– 6.1
VW/Audi	103,971	150,820	1.3	1.6	5,035	6,643	0.1	0.1	109,006	157,463	0.9	1.1	– 0.2	– 30.8
†Geo	*265,999*	*290,785*	*3.3*	*3.1*	*30,702*	*34,358*	*0.7*	*0.7*	*296,701*	*325,143*	*2.4*	*2.3*	*0.1*	*– 8.7*
*Made by Japan***	*2,803,370*	*2,942,413*	*34.3*	*31.7*	*739,701*	*791,089*	*17.8*	*17.2*	*3,531,667*	*3,730,093*	*28.6*	*26.9*	*1.7*	*– 5.3*

*Includes 1991 estimated sales of 960-Ferrari, 610-Rolls/Bentley, 324-Lotus, 240-Maserati, 156-Lamborghini, and 60-Aston Martin.
**Includes vehicles sold by Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by Japanese but made in Big 3 plants.

McCurry's view: Look in the mirror, stop blaming Japan

KRISTINE STIVEN BREESE
Staff Reporter

DETROIT — Toyota's U.S. sales boss says the Big 3 should stop blaming the Japanese for their problems.

"I sympathize with what this industry is going through. But it's not Toyota's fault," said Robert McCurry, executive vice president of Toyota Motor Sales U.S.A. Inc.

Like other Japanese import executives at last week's North American International Auto Show, McCurry spent much of his time discussing trade issues instead of automobiles. And in his typically blunt fashion, the U.S. head of Japan's No. 1 carmaker addressed the issue head-on.

American business and government leaders should look in the mirror instead of blaming the Japanese, he said.

In particular, he suggested the revival of an investment tax credit and a revision of antitrust laws to allow *keiretsu*-type cooperation among U.S. companies.

McCurry admitted that "Japan is not completely blameless" for the trade deficit and that it should open its market to more foreign products.

He said Japanese automakers have already achieved most of their growth here and that their market share probably won't rise above "30 to 31 percent — about where we are now."

Other Japanese import executive comments on trade topics:

■ Yoshi Taura, president of Mazda Motor of America Inc., said proposed limits on the sale of Japanese automakers' U.S.-built models won't solve the trade problem. "We're selling our cars through 900 American dealers. If there's a reduction put on us, it will hurt them and their American employees."

■ Like other executives, Thomas Elliott, American Honda Motor Co. Inc. executive vice president, said he will try not to let trade discussion distract his company from selling cars.

"We're going to try like heck to sell 850,000 cars" in 1992, Elliott said. That would be about a 6 percent gain over 1991. AN

Staff Reporter Max Gates contributed to this report.

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

ACURA (1991 models, expires May 1)

Legend sedan	$2,500
Legend coupe	$3,000
Integra (expires Feb. 3)	$500

ISUZU (No expiration date; 1990-92 models unless otherwise noted. Rebates vary by regions.)

Impulse	$1,300-2,500
Stylus S	$600-800
Stylus S (Calif. only)*	$1,250
Stylus RS	$600-800
Stylus XS (1991, except Calif.)	$1,100
Stylus XS (Calif. only)*	$2,500
Rodeo	0-$850
Trooper (except Calif.)	$750-850
Pickup	$500-1,500
Pickup (1991 4x4, bonus in some regions)	$400

*Dealer has option of sharing rebate with buyer.

MITSUBISHI (1990-92 models, expires Feb. 10. This is the range of regional programs. Some rebates are based on number sold.)

Precis	0-$1,000
Mirage	0-$750
Galant	0-$2,000
Eclipse	0-$2,000
Montero	0-$1,250
Pickup	0-$2,000

NISSAN (expires Feb. 3)

Sentra (1991-92)	$300
Base model (1991) all lines	$1,700

TOYOTA (expires Feb. 3)

Corolla (1992)	$600
Pickups (1991-92)	$700-1,200

CONTINUING PROGRAMS

AUDI (1991 models, no expiration date)

Audi 100 and 200	$1,500
Audi 90	$1,000

Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)

750iL (1991)	$10,000

GENERAL MOTORS

Chevrolet (expires Feb. 4)	
Caprice (1992)	$250-800, quota
Camaro (1992)	$300-750, quota
Corvette ZR-1 (1992)	$2,000
Other Corvette (1992)	$1,000
Corvette ZR-1 (1991)	$3,000
Other Corvette (1991)	$2,000
Cadillac Allante (1991) (no expiration date)	$7,500 on first sale, $8,500 on additional sales
Pontiac Sunbird	$300

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

NISSAN (expires Feb. 2)

300ZX (1991)	$2,500-$3,500, quota

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

SUZUKI (expires Feb. 3)

Swift (1992)	$400-700
Swift (1991)	$700-1,000
Sidekick (1992)	$200-700
Sidekick (1991)	$700-1,000

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

VOLVO (expires March 31)

1992 models	
240 series	$500-1,000
740 series	$1,000-1,500
940 series	$1,500
1991 models	
240 series	$1,500
740 series	$1,750-2,500
940 series	$1,500-2,500
780 coupe	$2,500

4 imports adopt new rebates for dealers

ARLENA SAWYERS
Staff Reporter

incentive WATCH

New dealer incentive programs have been announced by Toyota Motor Sales U.S.A. Inc., Mitsubishi Motor Sales of America Inc., Nissan Motor Corp. in U.S.A. and American Isuzu Motors Inc., and previous programs have been modified or extended by Ford Motor Co., Subaru of America Inc., and Acura Division.

Through Feb. 3, **Toyota** is paying dealer incentives of $600 on the 1992 Corolla and $700 to $1,200 on 1992 and 1991 pickups.

Mitsubishi's incentive program includes 1990, 1991 and 1992 vehicles and expires Feb. 10. The dealer incentives range from zero to $2,000 per unit, based on region, vehicle and number of vehicles sold.

In its Southeast region only, Mitsubishi is offering dealers a one-time lump-sum payment based on total sales against total sales objectives. The payments range from $1,000 to $18,000.

In its Western region only, the company is offering consumer rebates of $750 on 1990, 1991 and 1992 Galant, Mirage and Precis cars. In the Southwest region only, Mitsubishi consumer rebates are $1,000 on certain 1991 and 1992 pickups and $500 on 1990, 1991 and 1992 Mirage and Precis models.

Through Feb. 3, **Nissan** is paying dealers $1,700 on all base-model vehicles and $300 on 1991 and 1992 Sentras.

Isuzu is offering factory-to-dealer incentives of zero to $1,900 on 1991 and 1992 trucks, depending on model and region; $1,300 to $2,500 on 1991 and 1992 Impulse models and $600 to $2,500 on 1991 and 1992 Stylus cars, depending on model and region.

Isuzu dealers in California have the option of sharing their rebate with buyers. Isuzu's program runs indefinitely.

Ford adjusted portions of its consumer rebate program. Rebates on all 1992 Lincolns were increased from $1,000 to $1,500 through March 3.

Regional rebates apply to 1992 Ford Escorts and 1992 Mercury Tracers until Feb. 4. The rebates for both car lines are $500 or $750; or 2.9 percent or 7.9 percent financing for up to 48 months depending on region.

Subaru's program, previously scheduled to expire Jan. 3, was extended through Jan. 13. It includes dealer incentives of $1,200 to $1,700 on the 1991 Legacy based on region. Consumer rebates are $500 on the 1992 Legacy L and L Plus and the 1991 and 1992 Loyale and $2,000 on the 1991 XT and XT-6.

Acura extended through May 1 its dealer rebates of $2,500 on the 1991 Legend sedan and $3,000 on the 1991 Legend coupe, dealers said. The program had been scheduled to expire Jan. 3. AN

Special Correspondent Chris Eschenburg contributed to this report.

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS

MITSUBISHI (expires Feb. 10)

Precis/Mirage (1990-92)	
Southwest	$500
West	$750
Galant (1990-92)	
West	$750
Pickups (1991-92)	
Southwest	$1,000

CONTINUING PROGRAMS

CHRYSLER CORP.
Expires Jan. 31. Finance rates in lieu of rebates run from 0 to 9.9 percent on Sundance, Shadow, Acclaim, Spirit, LeBaron sedan and Cherokee, and from 4.9 to 9.9 percent on other models.

1990-92 models

NATIONAL REBATES	
Chrysler Imperial	$2,000
Dodge Monaco	$1,500
Shadow	$1,000
Colt 3-door	$500
Dodge Ramcharger	$2,000
Eagle Premier	$1,500
Talon	$1,000
Summit 3-door	$500
Jeep Comanche	$750
Wrangler	$500
Plymouth Laser, Sundance	$1,000
Colt 3-door	$500
REGIONAL REBATES: Northeast	
Chrysler LeBaron sedan	$1,500
Dodge Spirit	$1,500
Dodge Dakota	$1,000
Jeep Cherokee	$1,500
Plymouth Acclaim	$1,500
All Chrysler Corp. minivans	$1,000
REGIONAL REBATES: Central, West	
Chrysler New Yorker Fifth Avenue	$1,500
New Yorker Salon, LeBaron sedan	$1,000
Dodge Dynasty, Spirit	$1,000
Dodge Ram gas pickup (Central only)	$1,500
Ram wagon	$1,000
Dakota	$750
Dodge Ram gas pickup (West only)	$750
Ram 50 pickup	$500
Jeep Cherokee	$1,500
Plymouth Acclaim	$1,000
All Chrysler Corp. minivans	$500

FORD MOTOR CO.

1992 models

Expires Feb. 4 unless otherwise noted. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Finance rates differ by vehicle lines and regions. No finance rate incentives on Lincoln models.

Ford Festiva, Tempo, Taurus	$500
Escort (regional programs)	$500-750
Mustang, Thunderbird	$750
Probe, Taurus SHO, Crown Victoria	$1,000
F series, Aerostar	$500
Ranger	$750
Aerostar (Northeast), Bronco, Econoline (RV pkg.)	$1,000
Mercury Topaz, Sable	$500
Tracer (regional programs)	$500-750
Capri, Cougar	$750
Grand Marquis	$1,000
Lincoln Town Car, Mark VII, Continental (expires March 3)	$1,500

Pre-1992 models

1990-91 Ford Division models and 1991 Lincoln-Mercury models. Expires Feb. 4. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Finance rates differ by vehicle line and region.

Ford Tempo, Taurus	$400
Taurus SHO	$600
Escort, Mustang, Thunderbird	$750
Festiva, Probe	$1,000
Ranger, F series, Aerostar, Econoline (except E-150 RV)	$400
Aerostar (Northeast), Bronco, Econoline E-150 (RV pkg.)	$1,000
Mercury Topaz, Sable	$400
Tracer, Cougar	$750
Capri	$2,000

GENERAL MOTORS
Expires Feb. 4. Finance rates in lieu of rebates start at 2.9 percent for Buick, Oldsmobile and Pontiac; 6.9 percent for Chevrolet and GMC.

1992 models

Buick Skylark*	$250-750*
Century, Regal*	$250-1,000*
Riviera	$2,000
Chevrolet Caprice	$1,000
Geo Metro and Storm	$750
Geo Prizm, Camaro, Beretta, Lumina	$500
Cavalier	$500
G van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup	$750
C/K pickup	$500
GMC G-van, S15 Jimmy (except Typhoon)	$1,000
Sonoma (except Syclone, GT), Safari	$750
Sierra (except Crew Cab)	$500
Oldsmobile Cutlass Ciera (national)	$1,000
Regional programs, various models	$500-2,000
Pontiac Trans Sport	$1,000
Grand Prix	$750
LeMans, Firebird	$500

*Based on option package selected.

1991 models

Chevrolet Caprice	$1,000
Geo Metro, Camaro	$750
Geo Storm and Prizm, Beretta, Lumina	$500
Cavalier, Corsica	$300
V Blazer, Suburban, G-van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup, R/V and C/K pickups	$500
GMC V Jimmy, Suburban	$1,500
S15 Jimmy, G-van, Safari	$1,000
Sonoma (except Syclone)	$750
Sierra, R/V pickups	$500
Oldsmobile - regional programs, various models	$500-2,000
Pontiac Trans Sport, LeMans, Firebird	$1,000
Grand Prix	$750

HYUNDAI

48 states (expires Jan. 6)	
Excel (1992)	$500
Excel (1991)	$1,000
Scoupe (1992)	$500
Scoupe (1991)	$750-1,000
Sonata (1991)	$500-1,500
California only (1991 models, expires April 2)	
Excel, Scoupe	$750-1,000
Sonata	$1,000-1,500
All states (1991 models, expires Jan. 6)	
All 1991 models if trade is a 1986-90 Hyundai	$1,000

Big 3 chiefs return with some gains

TOKYO — The Big 3 chairmen left Tokyo with far less than they had demanded, but still went home with a few concessions.

They include:

■ Marketing tie-ups with Japan's five biggest carmakers aimed at approximately doubling Big 3 sales in Japan to about 32,000 U.S.-built cars a year by 1994.

Under the proposal, Toyota dealers in Japan would begin selling GM products; Nissan would market Fords; and Mitsubishi would sell Chrysler models.

Additionally, Mazda said it would work to increase sales of Ford products under an existing agreement, and Honda promised to increase sales of Jeeps.

Unit sales on that order would give the Big 3 about 0.4 percent of the 7.6-million unit market.

■ The top five Japanese carmakers also vowed to increase parts purchase targets set just weeks ago by about $1.8 billion, and said they now aim to reach $17.8 billion in the fiscal year ending in March 1995. That would represent a near doubling of their U.S. spending of $9.07 billion in the 1990 fiscal year, which ended last March.

Including the planned purchases of three smaller Japanese carmakers, spending on U.S.-sourced parts would rise to $19 billion by 1994.

Under the plan to increase sales of U.S.-built cars in Japan:

■ Toyota Motor Corp. said it is "prepared to negotiate" with GM to sell about 5,000 cars a year through its dealers. The agreement would be in cooperation with GM's existing distributor, Yanase & Co.

■ Nissan Motor Co. said it is willing to sell Ford's new Nissan-engineered Mercury Villager minivan in Japan, and other models such as the Taurus and Taurus wagon. It projects annual sales of around 3,000 Ford units.

■ Mazda said it will attempt to import 4,500 Ford vehicles in the 1992 fiscal year, more than double the amount for the 1990 fiscal year that ended March 31.

Mazda sells such Ford models as the Probe, Taurus, Thunderbird and the Lincoln Continental through Autorama, its joint marketing venture with Ford.

■ Honda said it intends to triple sales of Chrysler's Jeep Cherokee and Wrangler models to 1,200 units a year by 1994.

Honda previously announced that it will increase the number of its dealers selling Jeeps to 300 from 100. In 1991, 437 Jeeps were sold through Honda dealers, about 30 percent of Chrysler's sales.

■ Mitsubishi Motors Corp. said it would sell 6,000 Chrysler units a year by 1994, up from a previously announced commitment of 4,000 units. AN

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario	†	
Sterling Heights, Mich.	1/13	
Dodge Shadow		1,900
Plymouth Sundance		1,700
Newark, Del.	1/13	
Dodge Spirit		4,200
Plymouth Acclaim		1,600
LeBaron J		1,200
FORD MOTOR CO.		
Dearborn, Mich.	1/13	3,700
Ford Mustang		
Edison, N.J.	1/13	4,900
Ford Ranger		
St. Paul, Minn.	1/13	3,400
Ford F series		
Ford Ranger		
Wayne, Mich.	1/13	5,800
Ford Escort		
GENERAL MOTORS		
Bowling Green, Ky.	1/13, 1/20	
Chevrolet Corvette		480
Fort Wayne, Ind.	1/13	
Chevrolet C/K pickup		3,400
GMC Sierra		1,175
Lake Orion, Mich.	1/13, 1/20	
Cadillac DeVille		3,900
Olds. Ninety Eight		1,200
Pontiac, Mich. (East)	1/13, 1/20	*
Chevrolet C/K pickup		
GMC Sierra		
Tarrytown, N.Y.	1/13, 1/20	
Chevrolet Lumina APV		1,500
Oldsmobile Silhouette		500
Pontiac Trans Sport		840
Total U.S. car		**25,680**
Total U.S. truck		**15,715**
Total units lost week of 1/13		**41,395**

†Plant closed for retooling until spring 1992
*Plant idled due to maintenance
Source: Automotive News Data Center

Ford silence on Aerostar worries CAW

KATHY JACKSON
Staff Reporter

Union officials representing workers at Ford of Canada's Oakville assembly plant in Ontario are concerned that the production of the next generation Ford Aerostar may be delayed, canceled or switched to another plant.

Ford of Canada invested $435 million in a new paint facility in anticipation that the plant would get the new minivan, scheduled for the 1994 or 1995 model year.

Workers at Oakville have seen prototypes and photos of the proposed new Aerostar at Ford's pilot plant in Dearborn, Mich., and have received some training on the assembly procedures for the new van.

But the announcement for the new $1 billion program from Ford headquarters in Dearborn is months late, says one union official.

"We don't know if they're going to scrap the idea or give it to another location," a union official said. "We expected an announcement a long time ago."

There also is speculation that Aerostar could be awarded to the Edison, N.J., assembly plant that builds the Ford Ranger.

Ford Motor Co. spokesman Jim Trainer said the company had no comment on the future of the next Aerostar.

The Canadian union official said the proposed new Aerostar will have front-wheel drive and be lower than the current Aerostar, similar in size to the Mazda MPV.

He said once a formal announcement is made, it will take about 22 months to get to Job 1. AN

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Est. 1/6-1/11/92	Actual 12/30/91-1/4/92	Dec. Total	Year 1/1-1/11/92	Year 1/1-1/12/91
LeBaron J	1,100	464	4,022	1,564	0
New Yorker	0	0	2,883	0	510
Fifth Avenue	0	0	2,544	0	1,429
Imperial	0	0	735	0	500
Town & Country (trk.)	50	0	1,086	50	95
Total Chrysler	**1,150**	**464**	**11,270**	**1,614**	**2,534**
Sundance	0	0	3,667	0	0
Acclaim	1,700	661	5,868	2,361	3,612
Voyager (trk.)	250	0	6,884	250	2,682
Voyager (Can. trk.)	2,862	1,585	6,576	4,447	3,609
Total Plymouth	**4,812**	**2,246**	**22,995**	**7,058**	**9,903**
Daytona	0	0	1,414	0	0
Shadow	0	0	4,441	0	0
Dynasty	0	0	3,763	0	5,335
Spirit	2,000	750	6,826	2,750	4,134
Viper	0	0	3	0	0
Monaco (Can.)	0	0	176	0	0
Caravan (trk.)	400	75	8,580	475	3,626
Caravan (Can. trk.)	3,582	1,501	11,397	5,083	4,340
Caravan C/V (trk.)	50	4	277	54	29
Caravan C/V (Can. trk.)	156	49	280	205	136
Dakota (trk.)	0	35	8,995	35	2,882
Ram pickups (trk.)	0	0	4,414	0	2,796
Ram Wagon (Can. trk.)	640	210	1,251	850	0
Ram Van (Can. trk.)	1,320	574	2,615	1,894	0
Total Dodge	**8,148**	**3,198**	**54,439**	**11,346**	**23,278**
Premier (Can.)	0	0	556	0	0
Cherokee (trk.)	0	0	12,905	0	0
Comanche (trk.)	0	0	377	0	0
Grand Wagoneer (trk.)	0	0	0	0	0
Wagoneer (trk.)	0	0	215	0	0
Wrangler (Can trk.)	1,600	656	5,483	2,256	2,460
Total Jeep-Eagle	**1,600**	**656**	**19,536**	**2,256**	**2,460**
Total U.S. car	**4,800**	**1,875**	**36,163**	**6,675**	**15,520**
Total Can. car	**0**	**0**	**732**	**0**	**0**
Total U.S. truck	**750**	**114**	**43,733**	**864**	**12,110**
Total Can. truck	**10,160**	**4,575**	**27,612**	**14,735**	**10,545**
CHRYSLER CORP.	**15,710**	**6,564**	**108,240**	**22,274**	**38,175**
Escort	0	0	11,188	0	2,847
Mustang	0	0	3,996	0	2,190
Tempo	0	0	8,528	0	1,987
Tempo (Can.)	0	0	6,411	0	1,758
Taurus	7,693	3,078	18,701	10,771	9,835
Thunderbird	0	0	4,535	0	1,344
Crown Victoria (Can.)	0	0	3,832	0	0
Aerostar (trk.)	0	0	8,035	0	2,337
Bronco (trk.)	0	0	2,052	0	572
Explorer/Bronco II (trk.)	6,350	2,072	20,054	8,422	8,169
Navajo (trk.)	87	43	981	130	627
Econoline (trk.)	2,232	1,776	3,624	4,008	1,907
Heavies (trk.)	0	0	3,085	0	695
Light trucks (trk.)	5,198	1,620	32,412	6,818	6,351
Light trucks (Can. trk.)	0	0	8,696	0	1,672
Ranger (trk.)	1,762	589	12,329	2,351	10,687
Total Ford Div.	**23,322**	**9,178**	**148,459**	**32,500**	**52,978**
Topaz	0	0	4,626	0	653
Topaz (Can.)	0	0	2,755	0	726
Cougar	0	0	3,025	0	2,031
Sable	2,820	1,129	7,386	3,949	2,248
Grand Marquis (Can.)	0	0	5,693	0	0
Total Mercury	**2,820**	**1,129**	**23,485**	**3,949**	**5,658**
Continental	0	0	2,987	0	1,901
Mark VII	0	0	584	0	337
Town Car	0	0	8,935	0	4,476
Total Lincoln	**0**	**0**	**12,506**	**0**	**6,714**
Total L-M Div.	**2,820**	**1,129**	**35,991**	**3,949**	**12,372**
Total U.S. car	**10,513**	**4,207**	**74,491**	**14,720**	**29,849**
Total Can. car	**0**	**0**	**18,691**	**0**	**2,484**
Total U.S. truck	**15,629**	**6,100**	**82,572**	**21,729**	**31,345**
Total Can. truck	**0**	**0**	**8,696**	**0**	**1,672**
FORD MOTOR CO.	**26,142**	**10,307**	**184,450**	**36,449**	**65,350**
Skylark	1,135	660	6,822	1,795	4,098
Century	0	0	4,406	0	0
Regal (Can.)	0	0	7,798	0	3,000
Riviera	212	142	1,155	354	0
Park Avenue/Electra	0	0	4,963	0	3,076
LeSabre	2,882	982	10,127	3,864	6,370
Roadmaster Sedan*	1,288	456	3,870	1,744	0
Roadmaster Wagon†	350	0	0	350	0
Reatta	0	0	0	0	0
Total Buick	**5,867**	**2,240**	**38,941**	**8,107**	**16,544**
Eldorado	996	290	2,386	1,286	0
Seville	1,016	323	2,585	1,339	0
Brougham	552	196	1,561	748	1,092
DeVille	0	0	11,842	0	5,078
Allante	0	0	122	0	103
Total Cadillac	**2,564**	**809**	**18,496**	**3,373**	**6,273**
Cavalier	4,344	0	16,755	4,344	9,534
Camaro	1,399	571	4	1,970	0
Corsica-Beretta	4,880	1,817	16,170	6,697	4,000
Lumina (Can.)	0	0	18,821	0	5,000
Caprice	2,180	326	2,857	2,506	3,489
Corvette	0	0	1,432	0	768
Astro (trk.)	3,910	1,007	9,055	4,917	3,719
Blazer (trk.)	284	149	1,038	433	0
Lumina APV (trk.)	0	0	4,492	0	0
Mediums (trk.)	152	36	374	188	309
P-Model (trk.)	0	0	942	0	0
Pickups (trk.)	152	35	15,818	187	107
Pickups (Can. trk.)	4,163	1,665	11,392	5,828	4,578
S10 (trk.)	1,184	512	8,758	1,696	8,894
S10 Blazer (trk.)	2,023	800	10,902	2,823	1,649
Sportsvan (trk.)	986	301	3,824	1,287	0
Sportsvan (Can. trk.)	1,150	460	3,771	1,610	0
Suburban (trk.)	568	236	1,701	804	0
Total Chevrolet	**27,375**	**7,915**	**128,106**	**35,290**	**42,047**
Achieva/Calais	2,820	724	4,968	3,544	2,832
Cutlass Ciera	0	0	10,707	0	0
Cutlass Ciera (Can.)	0	0	0	0	2,492
Cutlass Supreme	0	0	4,770	0	3,413
Toronado	143	83	677	226	0
Eight Eight	1,635	377	7,463	2,012	2,875
Custom Cruiser Wag.††	140	0	0	140	0
Ninety Eight	0	0	3,693	0	3,062
Silhouette (trk.)	0	0	1,431	0	0
Bravada (trk.)	295	102	1,043	397	568
Total Oldsmobile	**5,033**	**1,286**	**34,752**	**6,319**	**15,242**
Sunbird	2,089	0	7,941	2,089	4,086
Grand Am	5,565	1,578	13,533	7,143	0
Firebird	601	241	0	842	0
Grand Prix	0	0	6,720	0	0
Pontiac 6000	0	0	0	0	0
Bonneville	0	0	7,872	0	1,505
Trans Sport (trk.)	0	0	2,681	0	0
Total Pontiac	**8,255**	**1,819**	**39,747**	**10,074**	**5,591**
Yukon/Jimmy (trk.)	116	31	297	147	0
Mediums (trk.)	583	197	1,527	780	644
P-Model (trk.)	0	0	91	0	0
Pickups (trk.)	78	18	6,289	96	56
Pickups (Can. trk.)	1,495	598	4,084	2,093	2,020
Sycline/Sonoma (trk.)	145	14	1,984	159	2,188
Typhoon/S15 Jimmy (trk.)	559	266	2,991	825	617
Safari (trk.)	1,308	390	3,107	1,698	1,878
Suburban (trk.)	452	92	882	544	0
Vandura (trk.)	657	356	1,299	1,013	0
Vandura (Can. trk.)	398	159	2,598	557	0
Total GMC	**5,791**	**2,121**	**25,149**	**7,912**	**7,403**
Total Saturn•	**2,948**	**1,180**	**8,844**	**4,128**	**1,040**
Total U.S. car	**37,175**	**9,946**	**164,045**	**47,121**	**56,421**
Total Can. car	**0**	**0**	**26,619**	**0**	**10,492**
Total U.S. truck	**13,452**	**4,542**	**80,526**	**17,994**	**20,629**
Total Can. truck	**7,206**	**2,882**	**21,845**	**10,088**	**6,598**
GENERAL MOTORS	**57,833**	**17,370**	**293,035**	**75,203**	**94,140**
Can. car	2,385	954	7,378	3,339	4,235
Can. trk.	1,475	590	4,487	2,065	1,731
CAMI*	**3,860**	**1,544**	**11,865**	**5,404**	**5,966**
DIAMOND-STAR*	**3,448**	**854**	**9,657**	**4,302**	**5,634**
Civic	2,040	678	7,263	2,718	2,394
Civic (Can.)	2,420	730	6,235	3,150	3,392
Accord	8,235	2,692	22,773	10,927	11,661
Total U.S. car	**10,275**	**3,370**	**30,036**	**13,645**	**14,055**
Total Can. car	**2,420**	**730**	**6,235**	**3,150**	**3,392**
HONDA	**12,695**	**4,100**	**36,271**	**16,795**	**17,447**
HYUNDAI Sonata (Can.)	**500**	**0**	**2,564**	**500**	**1,133**
MAZDA*	**2,238**	**706**	**11,947**	**2,944**	**6,456**
U.S. trk.	1,695	645	4,994	2,340	1,645
Can. trk.	165	54	502	219	165
NAVISTAR	**1,860**	**699**	**5,496**	**2,559**	**1,810**
Sentra	3,390	1,032	8,932	4,422	5,303
Pickup (trk.)	3,288	1,037	8,643	4,325	5,149
NISSAN	**6,678**	**2,069**	**17,575**	**8,747**	**10,452**
Geo Prizm	1,950	690	6,134	2,640	3,359
Toyota Corolla	2,500	845	7,905	3,345	3,333
Toyota Hilux (trk.)	450	146	832	596	0
NUMMI	**4,900**	**1,681**	**14,871**	**6,581**	**6,692**
Legacy	1,184	468	3,780	1,652	1,497
Pickup (trk.)	525	173	1,614	698	0
Rodeo (trk.)	920	385	3,307	1,305	0
Total U.S. car	**1,184**	**468**	**3,780**	**1,652**	**1,497**
Total U.S. trk.	**1,445**	**558**	**4,921**	**2,003**	**1,547**
SUBARU-ISUZU	**2,629**	**1,026**	**8,701**	**3,655**	**3,044**
Camry	4,598	1,859	14,381	6,457	7,248
Corolla (Can.)	1,500	0	4,579	1,500	2,156
TOYOTA	**6,098**	**1,859**	**18,960**	**7,957**	**9,404**
VOLVO 740, 940 (Can.)	**175**	**44**	**496**	**219**	**269**
AM GENERAL (trk.)	**375**	**150**	**1,125**	**525**	**900**
MISCELLANEOUS (trk.)**	**2,400**	**960**	**7,400**	**3,360**	**6,000**
Total U.S. car	**82,071**	**25,852**	**367,471**	**107,923**	**148,675**
Total Canada car	**6,980**	**1,728**	**67,204**	**8,708**	**24,161**
Total U.S.-Canada Car	**89,051**	**27,580**	**434,755**	**116,631**	**172,836**
Total U.S. truck	**39,484**	**14,252**	**234,746**	**53,736**	**79,325**
Total Canada truck	**19,006**	**8,101**	**63,142**	**27,107**	**20,711**
Total U.S.-Canada truck	**58,490**	**22,353**	**297,888**	**80,843**	**100,036**
TOTAL U.S.	**121,555**	**40,104**	**602,217**	**161,659**	**228,000**
TOTAL CANADA	**25,986**	**9,829**	**130,426**	**35,815**	**44,872**
TOTAL U.S.-CANADA CAR & TRUCK	**147,541**	**49,933**	**732,643**	**197,474**	**272,872**

•Estimate †1990 totals reflect LeSabre (rwd) ††1990 totals reflect Olds. 88 (rwd)

*CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks. Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

May contain error of one or two units due to rounding.

Output up 18% in December

ANNE E. WRIGHT
Chief Statistician

Car and truck production in December in the United States and Canada rose 18.1 percent over 1990. Cars climbed 18.3 percent, and trucks went up 17.4 percent.

In the fourth quarter, U.S. and Canadian car production slipped 3.6 percent below the same period in 1990. Truck production rose 16.4 percent, pushing the car-truck total for the quarter 3.8 percent above 1990.

Final 1991 car and truck production in the United States and Canada was 10,778,208, down 8.6 percent from 1990. Cars dropped 9.4 percent, and trucks slipped 7.4 percent.

In 1991, the Big 3 produced 4.1 million cars, down 14.3 percent from their 1990 build. Transplant production in 1991 was 1.3 million, up 2.3 percent from the prior year. The Big 3's share of car production in the United States slipped to 75.1 percent in 1991 from 78.3 percent in 1990, while the transplants grew to 24.9 percent from 21.7 percent.

Big 3 truck production dropped 10.5 percent, to 3.0 million in 1991 from 3.4 million in 1990. Transplant companies produced 192,606 trucks in 1991 compared to 173,893 in 1990, an increase of 10.8 percent. The Big 3 share of U.S. truck production dropped to 94.0 percent from 95.1 percent in 1990, and the transplants' share increased to 6.0 percent from 4.9 percent in 1990.

The first weeks of 1992 car and truck production in the United States and Canada trail 1991. This year, the seven-day build was 197,474 at a daily rate of 28,210. In the first eight days of last year, 272,872 vehicles were produced, a daily build rate of 34,109.

Last week's estimated output of U.S. cars was 82,071, down 3.53 from the same week in 1991. Year-to-date U.S. car production is off 27.4 percent.

Truck production in the United States last week was estimated at 39,484, up 5.46 percent from 1991.

In Canada, car production was off 59.0 percent from the year-ago week because the Big 3 were on an extended holiday vacation.

The estimated truck build in Canada last week was up 54.7 percent above the same week in 1991.

Tomorrow, Chrysler Corp. will begin producing the Jeep Grand Cherokee at the new Jefferson North Assembly Plant in Detroit.

Chrysler also announced the addition of a third seven-hour shift at the St. Louis (No. 2) minivan assembly plant. About 1,000 workers were recalled to work Jan. 6.

General Motors scheduled Saturday overtime last week at the Baltimore; Janesville, Wis.; Scarborough, Ontario; and Oshawa, Ontario, truck plants.

Ford scheduled daily overtime last week at the Kansas City, Mo., and Louisville, Ky., truck plants.

Nissan Motor Manufacturing Corp. U.S.A.'s Smyrna, Tenn., plant scheduled Saturday overtime last week and daily overtime this week on both shifts. AN